RJ REYNOLDS
TOBACCO COMPANY

J. Campbell
Promotional Coordinator

150 Lawrence Bell Drive
Suite #150
Williamsville, NY 14221
(716) 634-4179
Fax (716) 634-3145

August 13, 1997

Fax (315) 793-3450
M. Defabio
HERKIMER WHOLESALE

Att: Judy

PO Numbers

Hi Mike,

I would appreciate it if you could provide PO#(s) for the following promotional material in the space provided and fax to my attention as soon as possible at (716) 634-3145:

Kay

SALEM .30¢ TEAR TAPE / PROMOTION #701497/ September
(Detailed promotional information will be forwarded)
36 Cases Salem Tear Tape Product — PO# 8269989

(6M) Cases Each:	UPC #
9 Salem Full Flavor	12300-24194
9 Salem Light	12300-24196
9 Salem Lt 100	12300-24197
9 Salem FF 100	12300-24195

122 SKUs of 40-Pack Displays, Item #530123 (1/SKU) — PO # 1268 #7227-0486
Arrival Date: September 2, 1997
Non-EFT $ Amount: $12,913.94

SALEM .30¢ TEAR TAPE / PROMOTION #701497 / October
(Detailed promotional information will be forwarded)
36 Cases Salem Tear Tape Product — PO# 8269990

(6M) Cases Each:	UPC #
9 Salem Full Flavor	12300-24194
9 Salem Light	12300-24196
9 Salem Lt 100	12300-24197
9 Salem FF 100	12300-24195

No Displays will be shipped with October order
Arrival Date: October 6, 1997
Non-EFT $ Amount: $12,913.94

Thanks for your continued assistance, and if you have any questions, please call me.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1810
/jc

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